

PACIFIC FRUIT EXPRESS COMPANY

October News Letter

San Francisco, October 19, 1954

ALL P. F. E. EMPLOYEES:

P.F.E. Loadings

	1954			1953		
	<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>	<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>
September	30,603	2,477	33,080	35,902	5,669	41,571
Jan.-Sept	271,886	30,416	302,302	280,173	39,269	319,442

CAR SITUATION:

Our situation entering October was good, with adequate supplies in all loading areas and a large surplus in Southern California. Markets for grapes and vegetables began to improve on October 8 and by Monday, the 11th, shipments had increased sharply. With all foreign ownerships cut off supplies will shrink steadily necessitating prompt handling of all PFE cars westbound and a heavy movement of empties from south to north through the month.

CROP CONDITIONS - Western Territory - S.P.

In Central District the Tokay grape movement is on the decline while Emperors as well as juice varieties are getting into heavy volume with good markets prevailing. Tomato harvest is in full swing and shipments will be heavy through October barring early frosts.

In Western District, Salinas lettuce yield and quality has improved and shipments will be in good volume through the month.

In Southwest District, citrus continues to be the principal crop with a nominal movement of miscellaneous vegetables from Guadalupe and Oxnard areas.

In Oregon the short pear crop is moving in steady volume from Medford and potatoes are getting under way from Klamath Basin. This crop has been held back by unfavorable weather but should be reaching volume shipments in a short time.

On T&NO, movement of bananas, yams and miscellaneous commodities continues in normal amounts.

Along Union Pacific:

Idaho potato and onion loading is now in full volume and will continue with some fluctuations depending on changing market prices. With the exception of apple shipments which are running 12 to 15 daily, tree fruit movement for the season is finished.

In the Northwest District pears from Hood River and apples from Yakima will continue in seasonal volume. There is also the normal shipping of miscellaneous items such as frozen foods, beer and

PACIFIC FRUIT EXPRESS COMPANY

October News Letter

San Francisco, October 10, 1934

ALL P. F. E. EMPLOYEES:

P. F. E. Loadings

	1934		1933	
	PTE Cars	Foreign	PTE Cars	Foreign
September	30,603	2,477	35,902	5,609
Jan.-Sept	271,886	30,416	280,173	39,289

CAR SITUATION:

Our situation entering October was good, with adequate supplies in all loading areas and a large surplus in Southern California. Markets for grapes and vegetables began to improve on October 8 and by Monday, the fifth, shipments had increased sharply. With all foreign ownerships cut off supplies will shrink steadily necessitating prompt handling of all PFE cars westbound and a heavy movement of empties from south to north through the month.

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In Western District, Salinas lettuce yield and quality has improved and shipments will be in good volume through the month.

In Southwest District, citrus continues to be the principal crop with a nominal movement of miscellaneous vegetables from Oxnard, Ingle and Oxnard areas.

In Oregon the short pear crop is moving in steady volume from Medford and potatoes are getting under way from Klamath Basin. This crop has been held back by unfavorable weather but should be reaching volume shipments in a short time.

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In the Northwest District pears from Hood River and apples from Yakima will continue in seasonal volume. There is also the normal shipping of miscellaneous items such as frozen foods, beer and

canned goods.

In the Eastern District a few daily shipments of mixed vegetables will move from Northern Colorado through the month. A nominal movement of Colorado potatoes will continue. Trucks are taking more than half the potatoes from this area. With Kearney District potatoes cleaned up, the main line Nebraska movement is getting under way. The potatoes in this section are reported to be plentiful and of very good quality.

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We have all noticed extensive changes and improvements in our PFE rolling stock and facilities during the past several years. These have been necessary to maintain our position in the transportation field and to hold our expenses in line as nearly as possible with our earnings. You may be interested in the volume of such expenditures, which of course do not include operating costs - only such outlays as are chargeable to Investments:

GROSS CAPITAL EXPENDITURES - YEARS 1945 - 1954

1. ROLLING STOCK AND ADDITIONS AND BETTERMENTS TO CARS:	
Years 1945-1953, inc.	\$ 88,961,539
1954 - (180 new cars)	3,169,300
1954 - Additions and betterments	2,491,400
Total	<u>94,622,239</u>
2. PROPERTY INVESTMENT:	
Years 1945-1953, inc.	
Ice plants and precoolers	4,268,882
Icing platforms	2,232,251
Car Shops	4,093,618
Tracks	741,063
Miscellaneous expenditures	1,131,025
Total	<u>12,466,839</u>
Year 1954 (estimated)	
Ice plants	600,000
Icing platforms	1,850,000
Car Shops	575,000
Tracks	125,000
Miscellaneous expenditures	250,000
Total	<u>3,400,000</u>
3. SUMMARY - Years 1945 to 1954 -	
Rolling stock	94,622,200
Property	15,866,800
Total	<u>110,489,000</u>
Additional rolling stock authorized	<u>4,118,000*</u>
Grand Total	\$ 114,607,000

* 200 mechanical cars for delivery in January-April, 1955.

When considered as expenditures insuring the continuation of our jobs, this averages more than \$20,000 for each of P.F.E.'s 5,600 employees.

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We have all noticed extensive changes and improvements in our PTE rolling stock and facilities during the past several years. These have been necessary to maintain our position in the transportation field and to hold our expenses in line as nearly as possible with our earnings. You may be interested in the volume of such expenditures, which of course do not include operating costs - only such outlays as are chargeable to Investments:

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Car Shops	741,063
Trucks	1,131,025
Miscellaneous expenditures	12,466,839
Total	24,000,000
Year 1954 (estimated)	
Ice plants	1,850,000
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Car Shops	125,000
Trucks	250,000
Miscellaneous expenditures	3,400,000
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Rolling stock	15,866,800
Property	110,489,000
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Additional rolling stock authorized	
Grand Total	\$ 114,607,000

* 200 mechanical cars for delivery in January-April, 1955.

When considered as expenditures insuring the continuation of our jobs, this averages more than \$20,000 for each of P.E.'s 2,600 employees.

Attached are articles dealing with our Buffalo General Agency (Prepared by General Agent C. J. Wright), and our Chicago Agency (prepared by General Agent E. L. Gleason).

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-Simon Bolivar Buckner

K. V. Plummer

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Agency (Prepared by General Agent E. L. Gleason)

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K. V. Plummer

BUFFALO GENERAL AGENCY

By C. J. Wright, General Agent

This agency has four employees including the General Agent, Chief Clerk, Steno-Clerk and Inspector Clerk. Office hours 8:00 A.M. to 5:00 P.M. Monday through Friday, Saturday 8:00 A.M. to 1:00 P.M.

Territory includes all of western New York from Malone, Utica and Binghamton on the east to North East Pa., on the west, and north to the Canadian Border.

The principal city is Buffalo with a population of 750,000, served by twelve major railroads, and which is known to be second only to Chicago as a railroad center -- determined by the Association of American Railroads.

Buffalo has the largest market known as the Niagara Frontier Food Terminal opened in March 1931 and is served by the Erie and Nickel Plate railroads. Other roads absorb in and outbound switching charges of these roads. The team tracks adjacent to the market have a capacity of 250 cars.

In the Terminal are 43 units, each 24 feet wide, 70 feet deep and basements 90 feet deep. There are four buildings housing fruit and vegetable receivers and one for butter, egg and poultry deals. In addition these regular buildings are surrounded by six large wholesale grocers and chain store warehouses. Streets between the main buildings are 110 feet wide.

No auction is held on this market but the stores open at 6:00 A.M. Monday through Saturday.

Total unloadings on the Buffalo market will average twelve to fifteen thousand cars a year.

Across the street from the Niagara Frontier Food Terminal is located the Farmers' Market which is very busy during the home growing season.

The next largest market, located at Syracuse, is known as New York State Regional Market located on New York Central Railroad.

Another market is located at Rochester, N.Y., known as the Public Market and served by New York Central Railroad.

All carriers serving Buffalo are checked regularly for movement of all PFE equipment both east and westbound.

We furnish cars throughout the entire territory for diversified loading such as DuPont, Niagara Falls, Sunshine Packing, North East Pa., Welch Grape Juice, Westfield, Genesee Valley Cold Storage,

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By G. J. Wright, General Agent

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Territory includes all of western New York from Malone, Utica and Binghamton on the east to North East Pa. on the west, and north to the Canadian border.

The principal city is Buffalo with a population of 250,000, served by twelve major railroads, and which is known to be second only to Chicago as a railroad center -- determined by the Association of American Railroads.

Buffalo has the largest market known as the Niagara Frontier Food Terminal opened in March 1931 and is served by the Erie and Nickel Plate railroads. Other roads absorb in and out and switching charges of these roads. The team tracks adjacent to the market have a capacity of 250 cars.

The Terminal are 1 1/2 miles, each 24 feet wide, 70 feet deep and basements 90 feet deep. There are four buildings housing fruit and vegetable receivers and one for butter, egg and poultry dealers. In addition these regular buildings are surrounded by six large whole-sale grocers and chain store warehouses. Streets between the main buildings are 110 feet wide.

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All carriers serving Buffalo are checked regularly for movement of all PPE equipment both east and westbound.

We furnish cars throughout the entire territory for dispatching loading such as DuPont, Niagara Falls, Sunshine Packing, North East Pa., Welch Grape Juice, Westfield, Genesee Valley Cold Storage,

Mount Morris, Yawmen & Erbe, Rochester, Sealrite Paper, Fulton, Merchants Cold Storage, Buffalo, and various other cold storage plants elsewhere.

In this district we have Jackson & Perkins located at Newark, New York, who are known as the world's largest rose bush dealers, handling upwards of 150 carloads yearly mostly from California.

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General Agents Office

CHICAGO SOUTH WATER MARKET

By E. L. Gleason, General Agent, Chicago

This Produce market is a crowded two block strip of barter and bedlam. Along platforms curbing narrow West 14th Place, 166 stores and commission houses handle some 2,000 tons of produce daily.

The market is a freakish mixture of the old and the new. Motored vehicles, elevators and lift trucks do much of the work of handling merchandise today, but the clamorous buying-selling routine along "the street" is the same trading hullabaloo of 50 years ago.

The market's name too is a carry over from a by-gone era. Veterans of the industry remember a tangle of wagons and traders strung along the Chicago River just north of the Loop. Displaced by construction of Wacker Drive in 1925 the market was built anew at 14th Place and Racine Avenue. Today it is the worlds largest Produce Center and the country's crossroads for distribution of fruits and vegetables.

Daily imports of produce from 48 states and 12 foreign countries give the Chicago consumer an unlimited choice of fresh fruits and vegetables. Produce from any point in the U.S. reaches the city in 3 to 6 days after it leaves the growers' field.

Chicago's position as a transportation hub made it inevitable that the city would become a great food distribution center. Besides supplying fresh food for a voracious Metropolitan appetite, South Water Market draws supplies for many markets throughout the Mid-west and distributes to all major Eastern Markets. Of the 110,000 rail shipments arriving here last year slightly more than 50% were unloaded here, the balance went to other markets. In addition to these rail shipments the equivalent of better than 19,000 cars arrived by truck and 25 by air.

A great majority of the rail shipments are handled at Chicago Produce Terminal, a holding yard serving 31 railroads with a capacity of some 2,250 cars on trackage separated by concrete driveways. Within this terminal is a second type of market known as the Fruit Auction Sales Company. Cars carded for the Auction are placed at a 1,000 foot long warehouse stretching along the west end of the terminal. Samples are removed from the cars into the warehouse and traders examine them, making notes in offering catalogs supplied by The Auction Co., then bid against each other for the merchandise at the early morning Auction sale. A tremendous volume can be handled through this medium, as many as 90 cars in a 3½ hour period.

In addition to the Chicago Produce Terminal, Chicago has still another terminal known as Wood Street Terminal. This terminal, located on C&NW at 16th and Wood Street and open to all carriers, handles all of the potatoes and onions arriving Chicago during the months September to April, inclusive. This terminal has good

General Agents Office

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In addition to the Chicago Produce Terminal, Chicago has still another terminal known as Wood Street Terminal. This terminal, located on 68th at 10th and Wood Street and open to all carriers, handles all of the potatoes and onions arriving Chicago during the months September to April, inclusive. This terminal has good

facilities for protection of this merchandise during the winter months and in 1953 over 25,000 cars were unloaded or re-consigned. The C&NW, Wabash and CB&Q also have team tracks adjacent to the market and many local receivers use their facilities for unloading.

With the movement of thousands of tons of perishable products daily through their hands, the Chicago Produce man must buy, sell and deliver merchandise within hours and it is here that the services of our organization begin to function.

Passing and car record information, re-consigning and diversion service, rates, schedules and routing suggestions are always available. In the past ten years we have handled well over 250,000 diversions, the majority of which were given direct protection. The percentage of errors chargeable to this office is negligible.

Our forces, specially trained and well versed in the "lingo" of the street, always encourage the trade to come to us for any information they desire relative perishable traffic. Through these contacts we have built an enviable record of confidence, which has and will continue to prove invaluable to our organization as well as to our parent lines.

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